



Date: November 19, 2015

To: Thomas J. Bonfield, City Manager

Through: Wanda S. Page, Deputy City Manager

**From: David Boyd, Finance Director
Jonathan Hawley, Purchasing Supervisor
Vicki Westbrook, Assistant Director, Water Management**

Subject: Bid – Term Contract for Ferric Sulfate Solution 13% (4,600 tons)

Executive Summary

The contract under consideration will furnish/provide the City with its estimated one year requirements for Ferric Sulfate Solution. Ferric Sulfate is used in the water treatment process to remove turbidity, phosphorus and dissolved flotation particles.

Kemira Water Solutions, Inc. of Baltimore, Maryland was the lowest responsive bidder. The total cost of the contract is \$510,600.00.

Funding for this contract is available from the operating budgets of the Water Management Department (5100P121.720300/ Brown Water Treatment Plant and 5100P122.720300/Williams Water Treatment Plant). This product is necessary for the water treatment process; there are no reasonable alternatives to making this purchase. All bids received were competitive and within budget.

Recommendation

That the bid for the purchase of Ferric Sulfate Solution in the amount of \$510,600.00 from Kemira Water Solutions, Inc. be approved and the City Manager be authorized to execute all relevant contracts.

Background

The contract under consideration will furnish/provide the City with its estimated one year term contract for Ferric Sulfate Solution. Ferric Sulfate is used in the water treatment process to remove turbidity, phosphorus and dissolved flotation particles.

Issues/Analysis

The following bids were received for furnishing Ferric Sulfate Solution: (4,600 tons)

COMPANY	BID
Kemira Water Solutions, Inc. Baltimore. MD	* \$510,600.00 \$111.00/per ton
Pencco, Inc. San Felipe, TX	\$588,800.00 \$128.00/per ton

*Recommended Bid

Alternatives

There are no good alternatives to making this purchase. All bids received were competitive and within budget.

Financial Impact

The total cost of the contract is \$510,600.00. Funding for this contract is available from the operating budgets of the Water Management Department (5100P121.720300/ Brown Water Treatment Plant and 5100P122.720300/Williams Water Treatment Plant).

SDBE Summary

The Equal Opportunity/Equity Assurance Department reviewed the bid submitted by Kemira Water Solutions, Inc. and has determined that they are in compliance with the Ordinance to Promote Equal Opportunities in City Contracting.

SDBE REQUIREMENTS

There were no SDBEs to provide this Product.

WORKFORCE STATISTICS

The workforce statistics for Kemira Water Solutions, Inc. are as follows:

Total Workforce	375	100%
Total Females	76	20%
Total Males	299	80%
Black Males	29	8%
White Males	235	63%
Other Males	35	9%
Black Females	10	3%
White Females	54	14%
Other Females	12	3%